



Scotiabank Mid-Market Capital Advisors

Scotia Plaza, 40 King Street West, 25th Floor, Toronto, ON, M5H 1H1

Profile

- Investment banking advisory group dedicated to mid-market companies
 - Professionals with extensive corporate finance and capital markets experience
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Typical Transactions and Advice

- Mergers, acquisitions and divestitures
 - Private institutional capital raising for growth, acquisitions or recapitalizations (senior debt, mezzanine/subordinated debt, preferred shares, common equity)
 - Capital raising and advice for management-led buyouts
 - Strategic advice regarding mid to long-term financial and succession strategies
 - Standalone views of value
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Typical Transaction Size

- Mergers, acquisitions and divestitures: \$15 to \$100 million total enterprise value (debt plus equity)
 - Raising private risk capital (equity, subordinated debt, preferred shares): minimum \$10 million
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Client Profile

- Canadian-based businesses
 - All industries except resource extraction and real estate development
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Prequalification

Prior to formal engagement, an in-depth analysis is performed to qualify the feasibility of each potential assignment at no cost or obligation to the client

CONTACT INFORMATION

Darren Williams | Co-Head | 416 866-4724 | darren.williams@scotiabank.com

Ross Fletcher | Co-Head | 416 866-7061 | ross.fletcher@scotiabank.com

Jonathan Kay | Director | 416 866-4377 | jonathan.kay@scotiabank.com

Taranjit ("T.J.") Sekhon | Director | 416 866-5237 | taranjit.sekhon@scotiabank.com



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Professionals with extensive and diverse corporate finance and capital markets experience.

Darren J. Williams, Co-Head | 416 866-4724 | darren.williams@scotiabank.com

- over 15 years in mid-market investment banking
- previously: founding Partner at Solaris Capital Advisors Inc. (2005-10), Vice President at Ernst & Young Orenda Corporate Finance Inc. (2004-05), Partner with Orenda Corporate Finance Ltd. (1996-2004), Senior Accountant, Ernst & Young (1992-1996) and Associate Director, Bramalea Ltd./Kerr Watt Group (1989-1992)
- Honours BBA from Wilfrid Laurier University and Honours MBA from the University of Toronto
- Chartered Accountant
- holds a Corporate Finance designation from The Canadian Institute of Chartered Accountants

Ross G. Fletcher, Co-Head | 416 866-7061 | ross.fletcher@scotiabank.com

- over 20 years in mid-market investment banking
 - previously: Partner at Solaris Capital Advisors Inc. (2005-11), Senior Vice President at Ernst & Young Orenda Corporate Finance Inc. (2004-05), Partner with Orenda Corporate Finance Ltd. (1992-2004), Senior Manager with KPMG Corporate Finance (1989-1992)
 - HBA from the Richard Ivey School of Business at The University of Western Ontario
 - Chartered Accountant, Chartered Business Valuator
- holds a Corporate Finance designation and is a former member of the Corporate Finance Working Group of The Canadian Institute of Chartered Accountants and past Chair of the CF Qualification Board

Taranjit ("T.J.") Sekhon | Director | 416 866-5237 | taranjit.sekhon@scotiabank.com

- over 12 years servicing mid-market clients
- formerly: Vice President with AON Reed Stenhouse's M&A Transaction Advisory Group (2008 – 2010), Vice President with Ernst & Young Orenda Corporate Finance Inc. (2000 – 2008) and Associate with Price Waterhouse Coopers Securities (1998 – 2000)
- Chartered Accountant, Chartered Financial Analyst, Masters of Accounting and Bachelor of Arts degrees

Jonathan Kay | Director | 416 866-4377 | jonathan.kay@scotiabank.com

- over 12 years servicing mid-market clients
- formerly: Director with FTI Consulting Canada (2009 - 2010), Vice President and Director with TD Capital Mezzanine Partners (2000 - 2009) and Associate at Scotia Capital (1997 – 2000)
- Chartered Financial Analyst, Honours BA in Business Administration